

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 SS-15 NSC-05 PA-01 PRS-01 CIAE-00  
INR-07 NSAE-00 BIB-01 EURE-00 L-03 /046 W  
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FM AMEMBASSY LISBON  
TO SECSTATE WASHDC PRIORITY 9666  
INFO AMCONSUL MUNICH PRIORITY  
USIA WASHDC PRIORITY

C O N F I D E N T I A L LISBON 8909

USIA FOR IEU/MCLAUGHLIN

E.O. 11652: XGDS-4  
TAGS: PINT, US, PO  
SUBJECT: BIB/RFE NEGOTIATIONS: MOVES, COUNTERMOVES ON DRAFTS

REF: (A) LISBON 8830; (?) STATE 311781

SUMMARY: RARET HAS TOLD FIGUEIREDO THAT HIS COMMITTEE'S  
VERSION OF THE CONTRACT IS BEING GIVEN URGENT, DETAILED  
STUDY AND THAT A RESPONSE WILL BE MADE AS SOON AS POSSIBLE.  
FIGUEIREDO PROFESSED DISAPPOINTMENT, AND PRESSED RARET  
TO SAY WHEN IT WOULD HAVE AN ANSWER. HE INDICATED A  
WILLINGNESS TO HEAR RARET OBJECTIONS TO HIS COMMITTEE'S  
DRAFT. END SUMMARY.

1. PER REFTEL (A) RARET MANAGER, AFTER JOINT CONSULTATION  
WITH RARET LAWYERS AND EMBASSY, SENT FIGUEIREDO A LETTER  
DEC. 29 EXPLAINING THAT REPLY TO HIS COMMITTEE' SDRAFT  
WAS IMPOSSIBLE ON SUCH SHORT NOTICE. LETTER STATED THAT  
RESPONSE WOULD BE MADE AS QUICKLY AS POSSIBLE, GIVEN SUB-  
STANTIAL DIFFERENCES BETWEEN RARET AND FIGUEIREDO  
DRAFTS.

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2. INFORMAL EMBASSY TRANSLATION OF RARET LETTER FOLLOWS:  
"LATE IN THE AFTERNOON OF THE 22ND OF THIS MONTH, THE  
COMMITTEE OVER WHICH YOU PRESIDE ASKED ME TO COME AND  
RECEIVE A DRAFT FOR THE RENEWAL OF THE CONTRACT BETWEEN  
THE PORTUGUESE GOVERNMENT AND RARET, AS WELL AS A MEMOR-  
ANDUM EXPLAINING THE HIGHER (RENTAL) PRICE WHICH THIS

(DRAFT CONTRACT) PROPOSED. I WAS TOLD THAT BY TODAY, THE 29TH, AT 3:30 P.M. RARET SHOULD STATE WHETHER OR NOT IT AGREED WITH THAT DRAFT PROPOSAL.

"IN SUCH A SHORT PERIOED OF TIME--SEVEN DAYS, THREE OF WHICH WERE NOT WORKING DAYS--IT IS REALLY IMPOSSIBLE FOR ANYONE TO GIVE AN OPINION ABOUT SUCH A COMPLEX AND DELICATE SUBJECT.

"ON MAY 5 OF THIS YEAR--MORE THAN SEVEN MONTHS AGO-- AFTER PRELIMINARY CONVERSATIONS, A DRAFT CONTRACT WAS PRESENTED WHICH ALTERED THE EXISTING CONTRACT. IT WAS ONLY ON THE 22ND OF THIS MONTH THAT I FIRST SAW YOUR PROPOSAL, WHICH RARET PRESENTED. YOUR VERSION HAS MAJOR CHANGES IN TERMS OF SUBSTANCE, FORM AND PRICE. THUS, IT IS IMPOSSIBLE FOR US TO RESPOND IN A FEW DAYS TO SUCH A DIFFERENT DRAFT, WHICH WAS NEVER PREVIOUSLY DISCUSSED.

"I IMMEDIATELY TRANSMITTED YOUR PROPOSAL TO THE RES- PONSIBLE PARTIES AND IT IS URGENTLY BEING GIVEN CAREFUL, DETAILED STUDY, SO THAT THE POSITION OF OUR PRINCIPALS CAN BE GIVEN YOU AT THE EARLIEST POSSIBLE DATE.

"TAKING THIS OPPORTUNITY TO WISH YOU AND ALL OF YOUR COMMITTEE MY BEST WISHES FOR A HAPPY NEW YEAR, I AM YOURS SINCERELY, CARMEN COSTA PEREIRA, MANAGER."

3. IMMEDIATELY UPON RECEIPT OF LETTER, FIGUEIREDO TELEPHONED COSTA PEREIRA. COSTA PEREIRA CHARACTERIZED HIM AS CONSIDERABLY "DEFLATED" FROM PREVIOUS SESSION. CONVERSATION WAS MORE CORDIAL THAN THAT OF DEC.22 MEETING, AND FIGUEIREDO PROFESSED SURPRISE AND CONFIDENTIAL

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DISAPPOINTMENT THAT RARET WAS UNABLE TO RESPOND BY DEC. 29. WHEN HE REPEATEDLY URGED COSTA PEREIRA TO CITE DATE BY WHICH RARET REPLY COULD BE EXPECTED, SHE TOLD HIM THAT WHILE THE CONTRACT WAS GETTING URGENT ATTENTION, SHE HAD TO DEPEND UPON HER PRINCIPALS' FORMULATION OF A RESPONSE AND THUS SHE COULD NOT SET A DEADLINE DATE. CONTRARY TO HIS DEC. 22 TAKE-IT-OR-LEAVE-IT STANCE, FIGUEIREDO SAID HE WOULD LISTEN TO "FACTS" WHICH COULD AFFECT HIS DRAFT. IN PRESSING FOR EARLY RARET RESPONSE, FIGUEIREDO ALSO INDICATED THAT THE IFA (DEUTSCHE WELLE) CONTRACT WAS "MUCH MORE COMPLICATED" THAN RARET'S. HE SAID HE WOULD BE MEETING WITH IFA REPRESENTATIVES ON JAN. 5, INDICATING HE ALSO HAD SEEN THEM ON DEC. 22.

4. COMMENT: FIGUEIREDO'S DEC. 29 APPROACH WAS APPARENTLY MORE OPEN AND REALISTIC THAN ON DEC. 22. HE IS WILLING TO NEGOTIATE, ALTHOUGH HE STILL SEEMS

PRE-OCCUPIED WITH PERHAPS SELF-INFLICTED DEADLINES.  
IN EMBASSY'S JUDGEMENT, BEST  
WAY TO INDUCE MORE REASONABLE STANCE BY FIGUEIREDO  
IS NOT TO BE STAMPEDED INTO PRECIPITATE  
RESPONSE BASED ON HIS "DEADLINES."

5. DETAILED EMBASSY ANALYSIS OF FIGUEIREDO CONTRACT  
DRAFT FOLLOWS SEPTEL.  
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## Message Attributes

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